



Simply Smart Training
Developing your team made easy



Why Simply Smart?





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Simply Smart Training - System Highlights

Overview

The Simply Smart Training System makes the training and developing your people easier and more effective. As a result your managers will be able to deliver more effective training in less time.

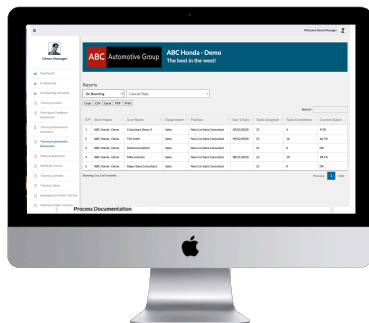
Benefits:

- ☒ Reduced Employee Turnover
- ☒ Improved Culture
- ☒ Consistent Guest Experience
- ☒ Verifiable Training Results
- ☒ Documented ROI
- ☒ Increased CPRO Growth

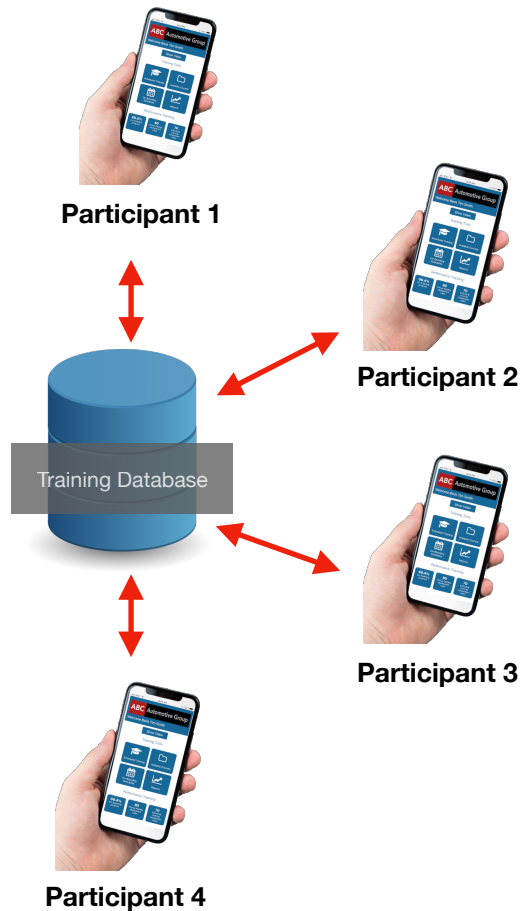
How it Works

The System is made up of four deliverables

1. New Hire On-boarding
2. On-going Group Training
3. On-going Individual Training
4. Integrated ROI Worksheet



Desktop Computer access
for monitoring all training
activity and reporting



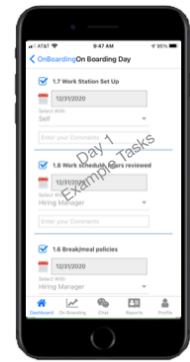
1 On-boarding Module -

Integrated mobile app makes it easy to track the progress on all your new hires as they complete their identified and assigned on-boarding tasks.

This ensures no-one falls between the cracks by providing a transparent daily schedule to follow.



Multiple Users Tracked via Manager Log in

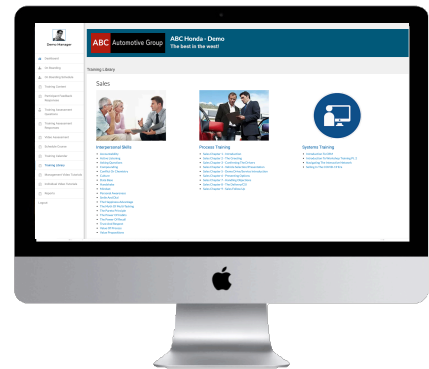


User interaction via Mobile App

Digital Training Library -

Consists of three categories:

- **Interpersonal Skills** (*included*)
 - Comprehensive library dedicated to assist your staff improve how they relate and connect with clients.
- **Process Courses** (*created for your store*)
 - These are the basics of how your store conducts business
- **Systems Reference** (*based on your stores systems*)
 - CRM/DMS
 - Video tutorials



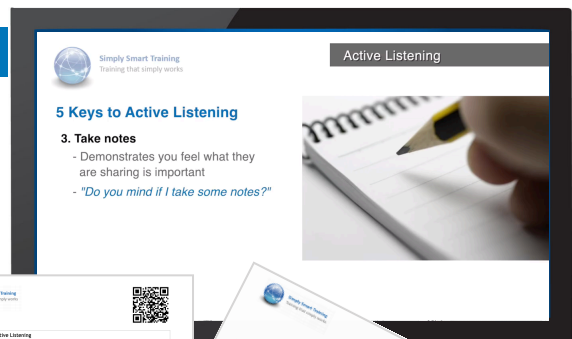
2 Prepared Group Sessions -

These sessions are the heart of the on-going development of your team and make it easy for your managers to conduct an effective and focused and training session. (*in 30 minutes*)

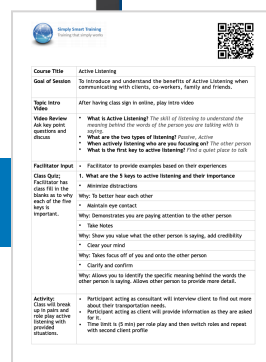
Content includes:

- Intro video on topic being addressed.
- Quick reference guide
- Course Assessment
- Video Assessment

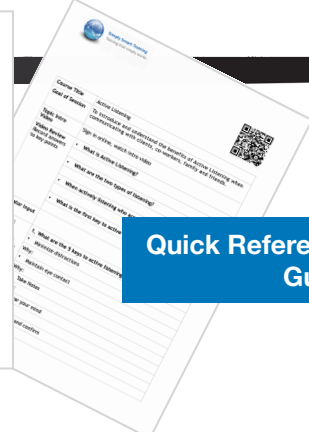
Intro Video



Facilitator Guide



Quick Reference Guide

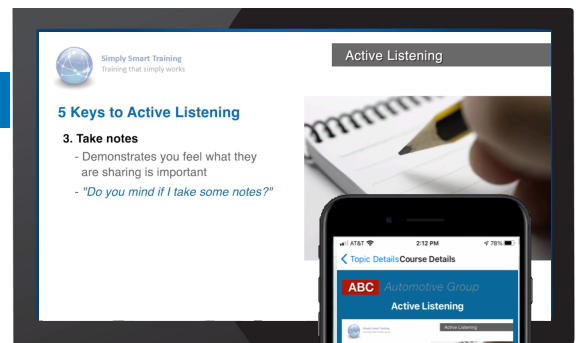


Individual Training Sessions -

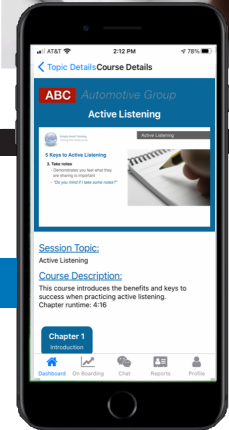
Based on your store's approach, and systems, your course library will consist of individual sessions that facilitate a focused approach.

These can be accessed via desktop computer or mobile application available 24/7.

Desktop



Mobile App



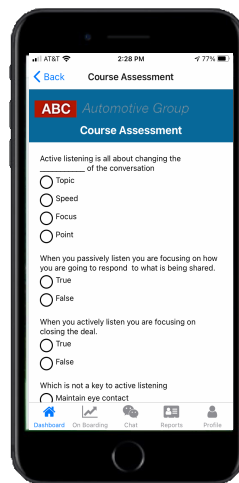
Each session includes:

- Intro video on topic being addressed.
- Quick reference /participant guide (*printed from web or phone*)
- Course Assessment (*online*)
- Video Assessment (*via mobile app*)

Participant Guide	
Course Title	Active Listening
Goal of Session	To introduce and understand the benefits of Active Listening when communicating with clients, co-workers, family and friends.
Topic Intro Video	Sign in online, watch intro video
Video Review	Record answers to key points
	<ul style="list-style-type: none"> What is Active Listening? What are the two types of listening? When actively listening who are you focusing on? What is the first key to active listening?
Facilitator Input	
Class Quiz:	1. What are the 5 keys to active listening
Class will provide the response of each of the five keys.	<ul style="list-style-type: none"> Minimize distractions Maintain eye contact Take Notes Clear your mind Clarify and confirm

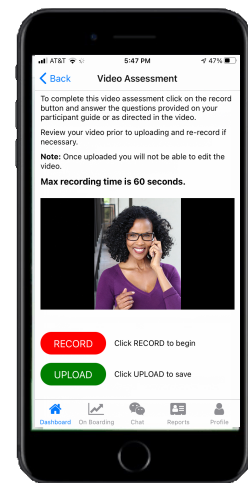
Quick Reference

Printable reference guide to reinforce the content discussed and note taking



Course Assessment

Short quiz designed to confirm basic understanding



Video Assessment

Participant records short video that allows management to view and rate them providing summary of covered content or delivering skill.

Remove any doubt as to training effectiveness

- Custom built for specific areas of focus
- Based on your store's KPIs
- Provides financial impact over initial 90 days of training
 - Weekly
 - Monthly
 - Overall to Date

ABC Automotive Group **ABC Honda**
The best in the west!

IMPACT TRAINING SERIES - ROI WORKSHEET

Start Date: 06/23/2021 Department: Service Responsible Party: Service Advisor 1

Responsible Party Title: Service Manager ROI Goal: Increase CPRO dollars

AREA OF FOCUS DETAIL Changes saved.

Specific Area of Focus: Alignments
What specific area or item are we focusing on?

90 Day Rolling Monthly Baseline: 15
Current number of services sold, units, etc.

Billable Hours per Operation: 1.25 Posted Labor Rate: 125.00 Current Monthly Sales: 2343.75

ACTIVITY TRACKING

Month 1 Activity				Month 2 Activity				Month 3 Activity			
Week	Activity	(+/-) to Baseline	Financial Impact	Week	Activity	(+/-) to Baseline	Financial Impact	Week	Activity	(+/-) to Baseline	Financial Impact
Week 1	11	7.25	\$1,132.81	Week 1	10	6.25	\$976.56	Week 1	12	8.25	\$1,289.06
Week 2	8	4.25	\$664.06	Week 2	11	7.25	\$1,132.81	Week 2	9	5.25	\$820.31
Week 3	10	6.25	\$976.56	Week 3	10	6.25	\$976.56	Week 3	13	9.25	\$1,445.31
Week 4	9	5.25	\$820.31	Week 4	12	8.25	\$1,289.06	Week 4	10	6.25	\$976.56
Month 1 Totals	38		\$3,593.75	Month 2 Totals	43	28	\$4,375.00	Month 3 Totals	44	29	\$4,531.25

Activity to Date: 125 Activity to Date (+/-) to Baseline: 10 Activity to Date Financial Impact: \$12,900.00



The Simply Smart Difference

- Real time scalable onboarding tracking for new hires.
- Customizable training content.
- Individual and group training session delivery.
- Confirm training effectiveness via integrated video assessments.
- Focused Advisor training with integrated ROI worksheet to track financial impact.
- One-on-one coaching made easy.



Feature Comparison

Traditional e-learning

Simply Smart

Confirms training effectiveness	✗	✓
Allows for seeing and hearing team members delivering desired skill.	✗	✓
Validates individual skill improvement	✗	✓
Facilitates one-on-one coaching	✗	✓
Videos archived for review when needed	✗	✓
Promotes on-going learning environment	✗	✓
24/7 Access to Courseware	✓	✓
Mobile Access	✓	✓

One on One Coaching via video assessments



Video Assessment Dashboard

John Sales

- Dashboard
- On Boarding
- On Boarding Schedule
- Training Content
- Participant Feedback Responses
- Training Assessment Questions

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Video Assessments

ABC Honda | Current Month | Sales | All users

Show 5 entries

ID	Status	Store Name	Course	Type	User	Rating	Completed Date	Actions
1		ABC Honda	2. Managing On-boarding	Individual Session	Sales Consultant 1	Needs Work	Jan 10, 2022 10:02 AM	View Edit
2		ABC Honda	2. Managing On-boarding	Individual Session	John Sales	Acceptable	Jan 10, 2022 09:57 AM	View Edit
		ABC Honda	Sales - Chapter 2 - The Greeting	Individual Session	John Sales	Really Good	Jan 07, 2022 19:07 PM	View Edit
		ABC Honda	Sales - Chapter 2 - The Greeting	Group Session	John Sales	Acceptable	Jan 07, 2022 19:05 PM	View Edit

Previous 1 Next

John Sales

- Dashboard
- On Boarding
- On Boarding Schedule
- Training Content
- Participant Feedback Responses
- Training Assessment Questions
- Video Assessment
- Schedule Course
- Training Calendar
- Training Library
- Management Video Tutorials
- Individual Video Tutorials
- Reports
- Logout

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Course Detail

Video

Feedback 1 of 2

- ☐ Needs Work
- ☐ Acceptable
- ☐ Really Good
- ☐ World Class

Manager's Feedback (150 character limit)

Good start, try slowing down a little bit

[Schedule Free Demo](#)

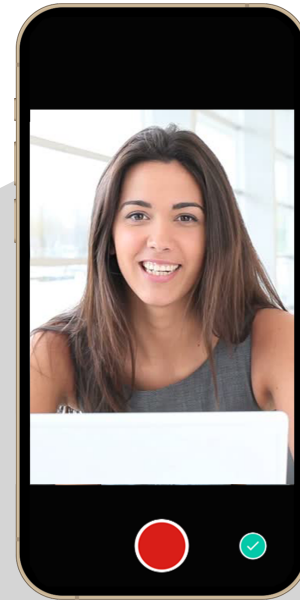


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Service Advisor - Impact Training

- Focuses on MPI service offerings.
- Improves advisor confidence.
- Individual and group training session delivery.
- Confirm training effectiveness via integrated video assessments.
- Integrated ROI worksheet to track financial impact.
- One-on-one coaching made easy.



Fixed Ops ROI Worksheet

IMPACT TRAINING SERIES - ROI WORKSHEET

Start Date06/30/2021

DepartmentService

Responsible PartyService Advisor 1

Responsible Party TitleFixed Ops Director

ROI GoalTest

AREA OF FOCUS DETAIL [Changes saved.](#)

Specific Area of Focus

Alignments

What specific area or item are we focusing on?

90 Day Rolling Monthly Baseline

17

Current number of services sold, units, etc...

Billable Hours per Operation

1.00

Posted Labor Rate

115.00

Current Monthly Sales

1840.00

ACTIVITY TRACKING

Month 1 Activity			
Week	Activity	(+/-) to Baseline	Financial Impact
Week 1	5	0.75	\$86.25
Week 2	9	4.75	\$546.25
Week 3	9	4.75	\$546.25
Week 4	9	4.75	\$546.25
Month 1 Totals	32	15	\$1,725.00

Activity to Date94

Month 2 Activity			
Week	Activity	(+/-) to Baseline	Financial Impact
Week 1	7	2.75	\$316.25
Week 2	7	2.75	\$316.25
Week 3	9	4.75	\$546.25
Week 4	10	5.75	\$661.25
Month 2 Totals	33	16	\$1,840.00

Activity to Date (+/-) to Baseline47.25

Month 3 Activity			
Week	Activity	(+/-) to Baseline	Financial Impact
Week 1	9	4.75	\$546.25
Week 2	8	3.75	\$431.25
Week 3	12	7.75	\$891.25
Week 4	0	0	\$0.00
Month 3 Totals	29	16.25	\$1,868.75

Activity to Date Financial Impact\$5,433.75

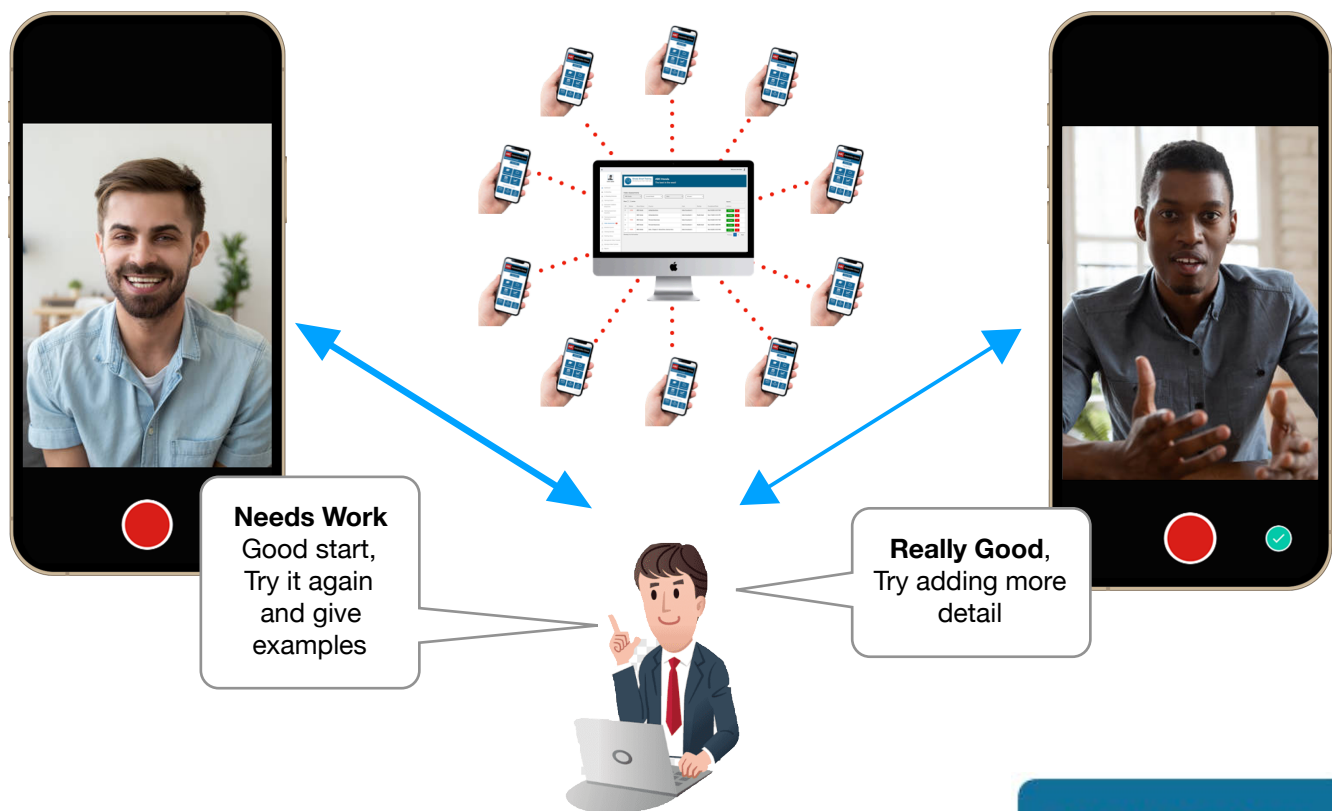
BaselineMonthly Activity

Month	Baseline	Monthly Activity
Month 1 to Date	17	32
Month 2 to Date	16	33
Month 3 to Date	16.25	29

Feature Comparison

	Typical e-learning	Simply Smart
Confirms training effectiveness	✗	✓
Focuses on improving delivery of MPI results.	✗	✓
Validates individual skill improvement	✗	✓
Facilitates one-on-one coaching	✗	✓
Videos archived for review when needed	✗	✓
Promotes on-going learning environment	✗	✓
24/7 Access to Courseware	✓	✓
Mobile Access	✓	✓

One on One Coaching via video assessments



[Schedule Free Demo](#)